

AIPLA

2019

Report of the Economic Survey

Prepared Under Direction of
Law Practice Management Committee

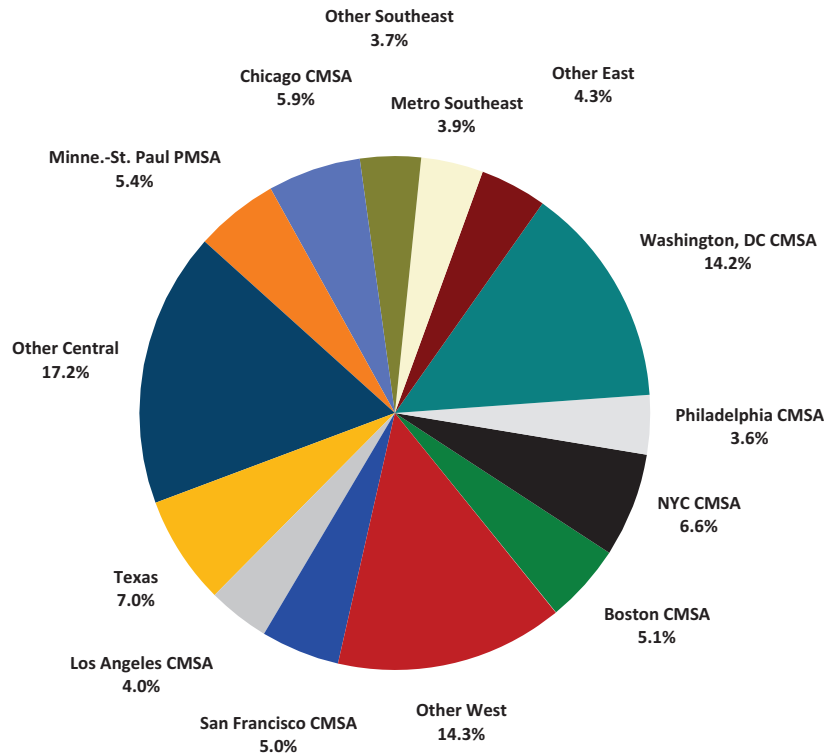
American Intellectual Property Law Association
1400 Crystal Drive, Suite 600
Arlington, VA 22202

www.aipla.org

LOCATION		
METROPOLITAN AREAS	PERCENT	COUNT
Boston CMSA*	5.1%	49
New York City CMSA*	6.6%	63
Philadelphia CMSA*	3.6%	35
Washington, DC CMSA*	14.2%	136
Other East: Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Maryland, Virginia, and West Virginia	4.3%	41
Metro Southeast: Raleigh–Durham, Greensboro–Winston-Salem, and Charlotte, NC; Atlanta, GA; and Miami–Ft. Lauderdale–West Palm Beach, FL	3.9%	37
Other Southeast: North Carolina, South Carolina, Georgia, and Florida	3.7%	36
Chicago CMSA*	5.9%	57
Minneapolis–St. Paul PMSA**	5.4%	52
Other Central: Minnesota, North Dakota, South Dakota, Wisconsin, Michigan, Ohio, Indiana, Illinois, Iowa, Nebraska, Kansas, Missouri, Kentucky, Oklahoma, Arkansas, Louisiana, Mississippi, Alabama, and Tennessee	17.2%	165
Texas	7.0%	67
Los Angeles CMSA*	4.0%	38
San Francisco CMSA*	5.0%	48
Other West: Montana, Wyoming, Colorado, New Mexico, Idaho, Utah, Nevada, Arizona, Washington, Oregon, California, Alaska, and Hawaii	14.3%	137

*CMSA: Consolidated Metropolitan Statistical Area—a metro area with a population of one million or more.
 **PMSA: Primary Metropolitan Statistical Area—a component of a CMSA.

Location (P. I-2, Q1)



TYPICAL COSTS OF LITIGATION

Survey participants were asked to provide cost estimates, *but only for the types of litigation they had personal knowledge of, either as a service provider (attorney in private practice) or as a purchaser (corporate counsel), and were engaged in relatively recently.* “Total cost” was requested, and includes outside legal and paralegal services, local counsel, associates, paralegals, travel and living expenses, fees and costs for court reporters, photocopies, courier services, exhibit preparation, analytical testing, expert witnesses, translators, surveys, jury advisors, and similar expenses. Participants were also asked to estimate based on a single IP asset (i.e., one patent at issue, one trademark, etc.).

The following table reports median litigation costs for Patent Infringement, All Varieties, Patent Infringement Pursuant to the Hatch-Waxman Act, Patent Infringement by Non-Practicing Entity, Section 337 Patent Infringement Action in the International Trade Commission, Post-Grant Proceedings by Technology – which is new this year, Trademark Infringement, Trademark Opposition/Cancellation, Copyright Infringement, and Trade Secret Misappropriation. In the previous (2017) survey, new categories (varieties) were created including initial case management; inclusive of discovery, motions, and claim construction; inclusive of pretrial, trial, post-trial, and appeal (when applicable); and the cost of mediation.

In order to facilitate temporal comparisons of litigation costs to previous surveys, and in consultation with AIPLA staff, new varieties were matched up (when possible starting in 2017) with old varieties based mainly on the variety name. For example, Inclusive of discovery, motions, and claim construction was matched up with End of discovery, and Cost of mediation was matched up with Mediation. It should be noted that these comparisons are approximate given the differences in variety names, and thus caution should be exercised when making comparisons to the historical data.

MEDIAN LITIGATION COSTS	\$000s			
	2013	2015	2017	2019
PATENT INFRINGEMENT, ALL VARIETIES				
LESS THAN \$1 MILLION AT RISK				
Initial case management	N/A	N/A	\$25	\$50
Inclusive of discovery, motions, and claim construction	\$350	\$400	\$250	\$250
Inclusive of pre and post-trial, and appeal when applicable	\$700	\$600	\$500	\$700
Cost of mediation	N/A	\$100	\$25	\$40
\$1-\$10 MILLION AT RISK				
Initial case management	N/A	N/A	\$60	\$80
Inclusive of discovery, motions, and claim construction	\$1,000	\$950	\$550	\$600
Inclusive of pre and post-trial, and appeal when applicable	\$2,000	\$2,000	\$1,000	\$1,500
Cost of mediation	N/A	\$200	\$50	\$50
\$10-\$25 MILLION AT RISK				
Initial case management	N/A	N/A	\$100	\$150
Inclusive of discovery, motions, and claim construction	\$2,000	\$1,900	\$1,000	\$1,225
Inclusive of pre and post-trial, and appeal when applicable	\$3,325	\$3,100	\$2,000	\$2,700
Cost of mediation	N/A	\$250	\$75	\$80
MORE THAN \$25 MILLION AT RISK				
Initial case management	N/A	N/A	\$138	\$250
Inclusive of discovery, motions, and claim construction	\$3,000	\$3,000	\$1,700	\$2,375
Inclusive of pre and post-trial, and appeal when applicable	\$5,500	\$5,000	\$3,000	\$4,000
Cost of mediation	N/A	\$300	\$100	\$100

MEDIAN LITIGATION COSTS (CONTINUED)		\$000s			
	2013	2015	2017	2019	
TRADEMARK INFRINGEMENT					
LESS THAN \$1 MILLION AT RISK					
Initial case management	N/A	N/A	\$15	\$15	
Inclusive of discovery, motions, and claim construction	\$150	\$150	\$150	\$150	
Inclusive of pre and post-trial, and appeal when applicable	\$300	\$325	\$300	\$275	
Cost of mediation	N/A	\$50	\$20	\$23	
\$1-\$10 MILLION AT RISK					
Initial case management	N/A	N/A	\$25	\$50	
Inclusive of discovery, motions, and claim construction	\$350	\$263	\$275	\$343	
Inclusive of pre and post-trial, and appeal when applicable	\$550	\$500	\$475	\$888	
Cost of mediation	N/A	\$75	\$30	\$50	
\$10-\$25 MILLION AT RISK					
Initial case management	N/A	N/A	\$38	\$120	
Inclusive of discovery, motions, and claim construction	\$500	\$400	\$400	\$500	
Inclusive of pre and post-trial, and appeal when applicable	\$1,000	\$720	\$750	\$1,450	
Cost of mediation	N/A	\$100	\$50	\$88	
MORE THAN \$25 MILLION AT RISK					
Initial case management	N/A	N/A	\$50	\$175	
Inclusive of discovery, motions, and claim construction	\$750	\$900	\$600	\$1,600	
Inclusive of pre and post-trial, and appeal when applicable	\$1,500	\$1,600	\$1,000	\$2,750	
Cost of mediation	N/A	\$100	\$53	\$200	

MEDIAN LITIGATION COSTS (CONTINUED)		\$000s			
	2013	2015	2017	2019	
TRADE SECRET MISAPPROPRIATION SUIT					
LESS THAN \$1 MILLION AT RISK					
Initial case management	N/A	N/A	\$30	\$25	
Inclusive of discovery, motions, and claim construction	\$250	\$250	\$200	\$150	
Inclusive of pre and post-trial, and appeal when applicable	\$425	\$500	\$400	\$550	
Cost of mediation	N/A	\$50	\$25	\$25	
\$1-\$10 MILLION AT RISK					
Initial case management	N/A	N/A	\$50	\$95	
Inclusive of discovery, motions, and claim construction	\$500	\$500	\$350	\$1,000	
Inclusive of pre and post-trial, and appeal when applicable	\$800	\$925	\$663	\$1,750	
Cost of mediation	N/A	\$50	\$35	\$50	
\$10-\$25 MILLION AT RISK					
Initial case management	N/A	N/A	\$50	\$150	
Inclusive of discovery, motions, and claim construction	\$850	\$800	\$975	\$2,000	
Inclusive of pre and post-trial, and appeal when applicable	\$1,400	\$1,500	\$1,250	\$4,125	
Cost of mediation	N/A	\$100	\$50	\$100	
MORE THAN \$25 MILLION AT RISK					
Initial case management	N/A	N/A	\$100	\$400	
Inclusive of discovery, motions, and claim construction	\$1,900	\$1,625	\$1,200	\$3,000	
Inclusive of pre and post-trial, and appeal when applicable	\$2,950	\$2,650	\$1,650	\$7,500	
Cost of mediation	N/A	\$113	\$55	\$200	

Average hourly billing rate in 2018 (Q37)

Private Firm, Equity Partner

		Number of Individuals	Mean (Average)	10th Percentile 10%	First Quartile 25%	Median (Midpoint)	Third Quartile 75%	90th Percentile 90%
All Individuals		302	\$521	\$330	\$375	\$475	\$650	\$796
Years of IP Law Attorney Experience	7-9	9	\$356	ISD	\$325	\$370	\$390	ISD
	10-14	40	\$438	\$280	\$346	\$398	\$500	\$668
	15-24	119	\$505	\$325	\$375	\$448	\$650	\$750
	25-34	86	\$552	\$344	\$429	\$500	\$665	\$833
	35 or More	45	\$613	\$390	\$475	\$595	\$713	\$916
Location	Boston CMSA	13	\$747	\$369	\$450	\$800	\$1,015	\$1,080
	NYC CMSA	22	\$559	\$365	\$408	\$475	\$699	\$964
	Philadelphia CMSA	10	\$599	\$433	\$486	\$560	\$729	\$823
	Washington, DC CMSA	43	\$590	\$354	\$430	\$570	\$700	\$850
	Other East	10	\$462	\$314	\$365	\$461	\$513	\$691
	Metro Southeast	12	\$418	\$292	\$343	\$375	\$421	\$746
	Other Southeast	8	\$414	ISD	\$354	\$375	\$463	ISD
	Chicago CMSA	20	\$537	\$351	\$435	\$533	\$644	\$734
	Minne.-St. Paul PMSA	15	\$443	\$290	\$330	\$420	\$545	\$626
	Other Central	62	\$421	\$283	\$342	\$390	\$500	\$646
	Texas	19	\$534	\$400	\$406	\$460	\$650	\$800
	Los Angeles CMSA	13	\$586	\$336	\$440	\$575	\$675	\$978
	San Francisco CMSA	14	\$665	\$385	\$464	\$650	\$826	\$1,023
	Other West	41	\$496	\$300	\$343	\$450	\$623	\$769
IP Technical Specialization (>=50%)	Biotechnology	13	\$610	\$304	\$418	\$600	\$818	\$990
	Chemical	16	\$462	\$265	\$374	\$465	\$593	\$636
	Computer Hardware	5	\$521	ISD	\$313	\$395	\$793	ISD
	Computer Software	24	\$493	\$313	\$380	\$483	\$596	\$745
	Electrical	27	\$586	\$350	\$400	\$520	\$670	\$1,010
	Mechanical	63	\$480	\$337	\$360	\$450	\$570	\$700
	Medical/ Health Care	18	\$537	\$300	\$396	\$497	\$650	\$743
	Pharmaceutical	10	\$626	\$405	\$465	\$600	\$761	\$956
	Other areas	3	\$450	ISD	ISD	\$450	ISD	ISD
Age	35-39	14	\$451	\$245	\$313	\$365	\$655	\$708
	40-44	36	\$446	\$325	\$371	\$400	\$556	\$665
	45-49	46	\$502	\$329	\$368	\$439	\$600	\$822
	50-54	64	\$510	\$350	\$400	\$459	\$636	\$750
	55-59	65	\$550	\$300	\$365	\$500	\$675	\$958
	60 or Older	74	\$568	\$350	\$445	\$530	\$653	\$838
Gender	Male	257	\$525	\$334	\$375	\$482	\$650	\$785
	Female	42	\$486	\$277	\$350	\$425	\$631	\$814
Highest Non-Law Degree	Bachelor's Degree	212	\$516	\$330	\$375	\$471	\$650	\$785
	Master's Degree	62	\$542	\$333	\$400	\$500	\$650	\$814
	Doctorate Degree	24	\$520	\$310	\$379	\$464	\$669	\$880
Ethnicity	White/Caucasian	262	\$520	\$330	\$375	\$481	\$650	\$796
	Hispanic/Latino	4	\$624	ISD	\$445	\$638	\$789	ISD
	Asian/Pacific Islander	11	\$547	\$315	\$400	\$500	\$675	\$910
	Blended	5	\$510	ISD	\$325	\$450	\$725	ISD
	Other	8	\$535	ISD	\$338	\$450	\$733	ISD
Full-time Intellectual Property lawyers and agents in the firm or corporation	1-2	24	\$385	\$275	\$303	\$350	\$450	\$585
	3-5	43	\$408	\$257	\$350	\$400	\$460	\$595
	6-10	32	\$473	\$340	\$364	\$448	\$529	\$650
	11-25	56	\$460	\$340	\$376	\$428	\$519	\$633
	26-50	46	\$522	\$329	\$390	\$500	\$609	\$737
	51-100	47	\$607	\$350	\$430	\$577	\$750	\$960
	101-150	24	\$686	\$353	\$421	\$710	\$938	\$1,023
	More than 150	27	\$714	\$524	\$650	\$700	\$785	\$972

Average hourly billing rate in 2018 (Q37)*Private Firm, Partner-Track Attorney*

		Number of Individuals	Mean (Average)	10th Percentile 10%	First Quartile 25%	Median (Midpoint)	Third Quartile 75%	90th Percentile 90%
All Individuals		99	\$387	\$250	\$285	\$350	\$438	\$600
Years of IP Law Attorney Experience	Fewer than 5	20	\$309	\$222	\$250	\$283	\$325	\$575
	5-6	21	\$406	\$252	\$284	\$360	\$458	\$719
	7-9	22	\$364	\$260	\$298	\$338	\$435	\$509
	10-14	16	\$444	\$280	\$320	\$426	\$499	\$755
	15-24	18	\$405	\$280	\$308	\$388	\$456	\$621
Location	Boston CMSA	4	\$671	ISD	\$533	\$675	\$806	ISD
	Philadelphia CMSA	3	\$381	ISD	ISD	\$414	ISD	ISD
	Washington, DC CMSA	16	\$436	\$285	\$315	\$400	\$516	\$669
	Other East	5	\$312	ISD	\$288	\$300	\$343	ISD
	Metro Southeast	6	\$422	ISD	\$324	\$438	\$503	ISD
	Other Southeast	4	\$335	ISD	\$233	\$336	\$438	ISD
	Chicago CMSA	5	\$378	ISD	\$350	\$360	\$415	ISD
	Minne.-St. Paul PMSA	9	\$297	ISD	\$276	\$295	\$313	ISD
	Other Central	24	\$314	\$245	\$251	\$284	\$345	\$428
	Texas	4	\$448	ISD	\$310	\$345	\$688	ISD
	Other West	14	\$413	\$243	\$269	\$427	\$500	\$664
IP Technical Specialization (≥50%)	Biotechnology	4	\$487	ISD	\$381	\$418	\$661	ISD
	Chemical	6	\$318	ISD	\$254	\$318	\$379	ISD
	Computer Software	20	\$431	\$252	\$297	\$355	\$564	\$745
	Electrical	10	\$394	\$253	\$295	\$415	\$493	\$500
	Mechanical	26	\$340	\$247	\$280	\$310	\$374	\$507
	Pharmaceutical	3	\$572	ISD	ISD	\$525	ISD	ISD
Age	Younger than 35	29	\$341	\$250	\$265	\$300	\$350	\$591
	35-39	29	\$389	\$250	\$280	\$310	\$468	\$735
	40-44	12	\$419	\$226	\$346	\$418	\$488	\$675
	45-49	13	\$381	\$277	\$298	\$375	\$433	\$563
	50-54	9	\$431	ISD	\$360	\$414	\$459	ISD
	55-59	5	\$416	ISD	\$300	\$435	\$523	ISD
Gender	Male	82	\$402	\$252	\$290	\$360	\$468	\$608
	Female	16	\$319	\$247	\$259	\$296	\$325	\$486
Highest Non-Law Degree	Bachelor's Degree	65	\$395	\$266	\$298	\$350	\$458	\$595
	Master's Degree	26	\$368	\$247	\$275	\$305	\$449	\$617
	Doctorate Degree	8	\$387	ISD	\$246	\$368	\$437	ISD
Ethnicity	White/Caucasian	85	\$386	\$250	\$288	\$350	\$438	\$595
Full-time Intellectual Property lawyers and agents in the firm or corporation	3-5	4	\$298	ISD	\$273	\$285	\$335	ISD
	6-10	7	\$347	ISD	\$285	\$350	\$400	ISD
	11-25	21	\$350	\$259	\$285	\$324	\$395	\$491
	26-50	25	\$376	\$248	\$290	\$345	\$470	\$508
	51-100	21	\$376	\$224	\$273	\$350	\$444	\$573
	101-150	11	\$392	\$280	\$300	\$325	\$505	\$707
	More than 150	9	\$611	ISD	\$467	\$600	\$768	ISD

Litigation-Trademark Infringement <\$1M Cost of mediation (000s) by Location (Q49Ad)

	Total	Location													
		Boston CMSA	NYC CMSA	Phila CMSA	Wash, DC CMSA	Other East	Metro South-east	Other South-east	Chicago CMSA	Minne.- St. Paul PMSA	Other Central	Texas	L.A. CMSA	S.F. CMSA	Other West
Number of Respondents	52	0	1	3	3	1	3	1	3	1	10	4	8	2	12
Mean (Average)	\$21	ISD	ISD	\$12	\$30	ISD	\$15	ISD	\$32	ISD	\$21	\$9	\$25	ISD	\$21
10th Percentile 10%	\$5	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$10	ISD	ISD	ISD	\$7
First Quartile 25%	\$11	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$14	\$3	\$25	ISD	\$20
Median (Midpoint)	\$23	ISD	ISD	\$10	\$30	ISD	\$20	ISD	\$35	ISD	\$20	\$8	\$25	ISD	\$25
Third Quartile 75%	\$25	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$26	\$18	\$25	ISD	\$25
90th Percentile 90%	\$34	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$35	ISD	ISD	ISD	\$29

Litigation-Trademark Infringement \$1-\$10M Initial case management (000s) by Location (Q49Ae)

	Total	Location													
		Boston CMSA	NYC CMSA	Phila CMSA	Wash, DC CMSA	Other East	Metro South-east	Other South-east	Chicago CMSA	Minne.- St. Paul PMSA	Other Central	Texas	L.A. CMSA	S.F. CMSA	Other West
Number of Respondents	43	0	1	1	3	0	2	0	4	1	8	2	8	2	11
Mean (Average)	\$58	ISD	ISD	ISD	\$43	ISD	ISD	ISD	\$17	ISD	\$35	ISD	\$95	ISD	\$75
10th Percentile 10%	\$10	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$6
First Quartile 25%	\$20	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$8	ISD	\$25	ISD	\$95	ISD	\$20
Median (Midpoint)	\$50	ISD	ISD	ISD	\$20	ISD	ISD	ISD	\$18	ISD	\$33	ISD	\$95	ISD	\$95
Third Quartile 75%	\$95	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$25	ISD	\$49	ISD	\$95	ISD	\$95
90th Percentile 90%	\$95	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$179

Litigation-Trademark Infringement \$1-\$10M Inclusive of discovery, motions, and claim construction (000s) by Location (Q49Af)

	Total	Location													
		Boston CMSA	NYC CMSA	Phila CMSA	Wash, DC CMSA	Other East	Metro South-east	Other South-east	Chicago CMSA	Minne.- St. Paul PMSA	Other Central	Texas	L.A. CMSA	S.F. CMSA	Other West
Number of Respondents	42	0	1	1	3	0	2	0	4	1	7	2	8	2	11
Mean (Average)	\$560	ISD	ISD	ISD	\$87	ISD	ISD	ISD	\$946	ISD	\$236	ISD	\$1,000	ISD	\$584
10th Percentile 10%	\$55	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$36
First Quartile 25%	\$200	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$114	ISD	\$110	ISD	\$1,000	ISD	\$250
Median (Midpoint)	\$343	ISD	ISD	ISD	\$30	ISD	ISD	ISD	\$600	ISD	\$250	ISD	\$1,000	ISD	\$500
Third Quartile 75%	\$1,000	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$2,125	ISD	\$385	ISD	\$1,000	ISD	\$1,000
90th Percentile 90%	\$1,000	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$1,000

Litigation-Trademark Infringement \$1-\$10M Inclusive of pre-trial, trial, post-trial, and appeal (when applicable) (000s) by Location (Q49Ag)

	Location														
	Total	Boston CMSA	NYC CMSA	Phila CMSA	Wash, DC CMSA	Other East	Metro South-east	Other South-east	Chicago CMSA	Minne.- St. Paul PMSA	Other Central	Texas	L.A. CMSA	S.F. CMSA	Other West
Number of Respondents	44	0	1	1	2	0	3	0	4	2	7	2	8	3	11
Mean (Average)	\$1,051	ISD	ISD	ISD	ISD	ISD	\$1,300	ISD	\$1,124	ISD	\$381	ISD	\$1,750	\$1,383	\$1,350
10th Percentile 10%	\$113	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$130
First Quartile 25%	\$263	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$111	ISD	\$250	ISD	\$1,750	ISD	\$500
Median (Midpoint)	\$888	ISD	ISD	ISD	ISD	ISD	\$500	ISD	\$698	ISD	\$300	ISD	\$1,750	\$1,400	\$1,750
Third Quartile 75%	\$1,750	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$2,563	ISD	\$650	ISD	\$1,750	ISD	\$1,750
90th Percentile 90%	\$1,750	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$2,590

Litigation-Trademark Infringement \$1-\$10M Cost of mediation (000s) by Location (Q49Ah)

	Location														
	Total	Boston CMSA	NYC CMSA	Phila CMSA	Wash, DC CMSA	Other East	Metro South-east	Other South-east	Chicago CMSA	Minne.- St. Paul PMSA	Other Central	Texas	L.A. CMSA	S.F. CMSA	Other West
Number of Respondents	41	0	1	1	2	0	2	0	3	1	8	2	8	2	11
Mean (Average)	\$44	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$105	ISD	\$32	ISD	\$50	ISD	\$45
10th Percentile 10%	\$14	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$14
First Quartile 25%	\$25	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$20	ISD	\$50	ISD	\$30
Median (Midpoint)	\$50	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$50	ISD	\$28	ISD	\$50	ISD	\$50
Third Quartile 75%	\$50	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$48	ISD	\$50	ISD	\$50
90th Percentile 90%	\$50	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$90

Litigation-Trademark Infringement \$10-\$25M Initial case management (000s) by Location (Q49Ai)

	Location														
	Total	Boston CMSA	NYC CMSA	Phila CMSA	Wash, DC CMSA	Other East	Metro South-east	Other South-east	Chicago CMSA	Minne.- St. Paul PMSA	Other Central	Texas	L.A. CMSA	S.F. CMSA	Other West
Number of Respondents	33	0	1	1	2	0	0	0	4	0	5	2	8	2	8
Mean (Average)	\$95	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$66	ISD	\$42	ISD	\$150	ISD	\$114
10th Percentile 10%	\$17	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD
First Quartile 25%	\$35	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$12	ISD	\$35	ISD	\$150	ISD	\$68
Median (Midpoint)	\$120	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$28	ISD	\$40	ISD	\$150	ISD	\$150
Third Quartile 75%	\$150	ISD	ISD	ISD	ISD	ISD	ISD	ISD	\$159	ISD	\$50	ISD	\$150	ISD	\$150
90th Percentile 90%	\$150	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD	ISD